

President's Newsletter

Number 82. April, 1999.

ATLANTA...OUR PRELUDE TO THE MILLENIUM.

Of course we're all aware that the year 2000 is fast approaching, but not so fast that we're likely to lose sight of all that's happening here and now in 1999. And the happening that we're all looking forward to is our upcoming convention in Atlanta. It promises to be yet another great occasion for us to share our hobby and at the same time enjoy the pleasures of a great city. Plans are just about finalized for a plethora of activities that will introduce us to the many sides of Atlanta, and yet allow time to pursue in a dozen different ways our compelling interest – scales, scales, scales (and, of course, weights).

And here's your latest (and last) opportunity. We're in daily touch with our headquarters hotel, the Crowne Plaza Ravinia, and they tell us that if for any reason you've had to delay making your reservation, they still may be able to accommodate you. So the first thing to do is call us at 312/263-7500 and tell us you're coming. You then can mail us your registration form, and your weekend in Atlanta becomes a *fait accompli*.

IF YOU'RE INTO COIN SCALES...

and perhaps coins as well, here's something that belongs in your library. It's the newest -- and most definitive -- book on the subject, co-authored by members Eric P. Newman and A. George Mallis. It's 400 pages of engrossing history, replete with illustrations, and we're enclosing a flyer telling you all about it. We understand the book is a limited edition, so we suggest you immediately read about it and then send away for your own copy.

(over)

ABOUT THE BUSINESS OF ISASC'S BUSINESS AFFAIRS.

This past January, your officers and directors met for a full day and two evenings in Escondido, California, at the home (and a lovely one it is) of vice president Jerry Wilson. We tackled a 12-point agenda and discussed much that had to do with our past, present, and, most importantly, our future. The proceedings (minutes) were dutifully recorded by secretary Norman Cima, distributed several days later for editing by all those at the meeting, and then transcribed by Norm, who's prepared to provide a copy to any interested members who'd like to know what goes on behind the scenes. Just give him a call (650/854-7007) or contact him by e-mail -- *necima@aol.com*.

AND WHILE ON THE SUBJECT...

...of officers, that is, please note the name of Steven Beare that appears on the inside cover of the enclosed EQM, and further note that he's our newest vice president. Steve's predecessor, Paul Bessey, resigned the position for personal reasons, and Steve was unanimously (and enthusiastically) elected by the directors. Welcome aboard, Steve. We'll see you at our director/officer meetings in Atlanta, and we'll be sitting in on your panel telling us how to use the Internet to buy, sell and trade scales.

AND AGAIN, WHILE ON THE SUBJECT...

...this time the Internet, you should know that we're now well on our way to high-tech maturity, what with our own website domain -- *www.isasc.org* -- and our own e-mail address -- *bobstein@isasc.org*. The latter is listed in our '99 directory, along with e-mail addresses for many members, which will give you an idea of just where we, and the world, are heading.

A THANK-YOU TO HAROLD HAWKEY.

Every year since Harold retired from his company, Lubrizol, he's arranged a matching funds donation to ISASC from the Lubrizol Foundation in the amount of \$65 (equivalent to his ISASC dues). This year was no exception, and again, we want to thank him for keeping our Society in mind when the opportunity to secure the grant presented itself..

AN INVITATION FROM JOHN CORFIELD.

John, as many of you may know, is an officer of ISASC Europe, and puts together their semi-annual one-day conventions. (He also attended our Hershey convention in '95, and visited relatives and the Steins as well.) John writes to tell us that the next ISASC Europe convention is scheduled for Sunday, October 17, at Stratford on Avon, and extends an invitation to any of our members planning a trip to Europe to include Stratford on their itinerary. A good number of our members have attended these get-togethers in the past, and invariably have a great time. Write to John if you're interested: Woodfield, Longhills Road, Church Stretton, Shropshire SY6 6DS, England.

A SOURCE THAT'S NOT TO BE BELIEVED!

With an assist from Jerry Katz, we've learned of a source for laboratory (analytical) balances that carries an inventory so broad as to boggle your mind. The company is Ryder Laboratory, Inc., 559 Deer Park Avenue, Huntington Station, NY 11746; phone 516/667-1100; fax 516/667-1101; owner/contact, Kaz B. Ryder. The firm sells, services, and stocks parts for balances made by more than 60 manufacturers in Europe and the U.S. Along with Ryder's letter to Jerry Katz was a complete list of manufacturers which we've shown on the back of this page. The letter told us that Ryder is prepared to quote on parts, given a specific model number, and it also extended an invitation to our members to visit Ryder's company when in the vicinity. If you have, or are looking to acquire, one or more analytical balances, this may be your lucky day.

MEMBER FEEDBACK.

It comes from all over, and reminds us that we have to keep doing our best to satisfy member needs. Here are excerpts from two letters received this past February. The first from new member Alexis Ashby of San Francisco, an egg-scale collector whose stationery is embellished with a full-color photo of three egg scales (what else?):

We Service And Stock Parts For The Following

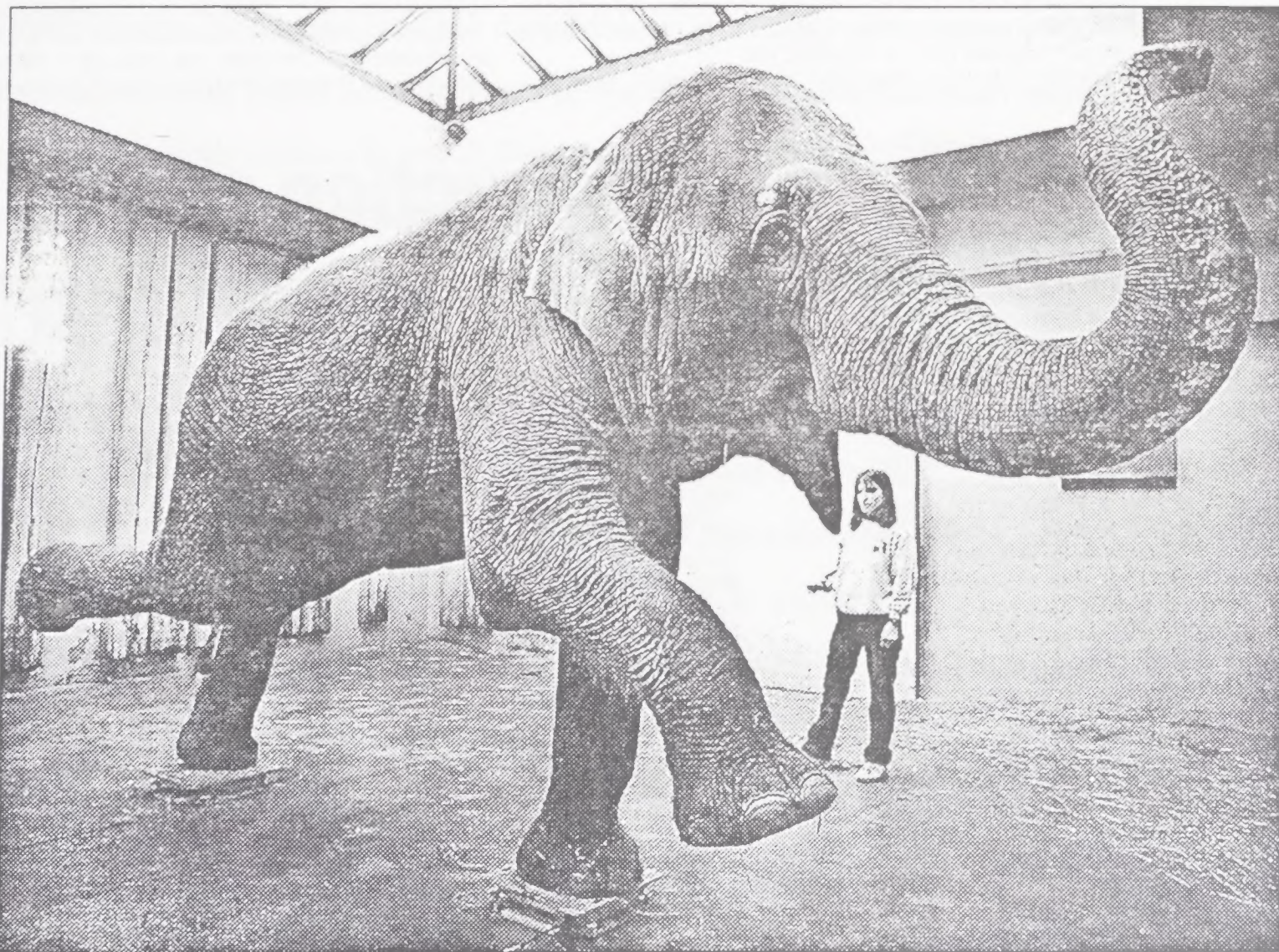
Manufacturers:

<u>European Makes</u>	<u>Plant Location</u>	<u>Country</u>	<u>Our Service on this make</u>
Adamel	Paris	France	Exclusive in USA
Ahrim	Hamburg	W. Germany	Exclusive in USA
Bosch	Jungingen	W. Germany	Exclusive in USA
Bunge Paul	Hamburg	W. Germany	Exclusive in USA
Beckers	Brumen	Holland	Exclusive in USA
Du Champs	Bruxelles	Belgium	Exclusive in USA
Europe (ZMP)	Gdansk	Poland	Exclusive in USA
Gaillieo-Sartorius	Milano	Italy	Exclusive in USA
Keller	Zurich	Swiss	Exclusive in USA
Kuhlmann Micro Balance	Hamburg	W. Germany	Exclusive in USA
Longue C.,	Paris	France	Exclusive in USA
Mettler	Zurich	Swiss	Non Exclusive in USA
Mikrowa	Zurich	Swiss	Exclusive in USA
Oertling	Orpington Kent	England	Non Exclusive in USA
Reyers	Amsterdam	Holland	Exclusive in USA
Sartorius	Göttingen	W. Germany	Non Exclusive in USA
Stanton	London	England	Non Exclusive in USA
Sperphase	Vien.	Austria	Exclusive in USA
Young R.,	Heidelberg	W. Germany	Exclusive in USA
Vereenigde-VDF	Nijmegen	Holland	Exclusive in USA
Sauter	Ebingen	W. Germany	Non Exclusive in USA
<u>American Makes</u>		<u>State</u>	
American Balance Corp	New Rochelle	New York	Non Exclusive in USA
Ainsworth & Sons Inc.	Denver	Colorado	Non Exclusive in USA
Becker C.	Clifton	New Jersey	Non Exclusive in USA
Cahn Instrument Corp	Paramount	California	Non Exclusive in USA
Ohaus Corp	Union	New Jersey	Non Exclusive in USA
Rodder Ultra Micro Quartz	Los Angeles	California	Exclusive in USA
Roller-Smith And FPE	Newark	New Jersey	Non Exclusive in USA
Seederer--Kohlbusch Inc.	Englewood	New Jersey	Non Exclusive in USA
Torsion Balance Co, Inc.	Clifton	New Jersey	Non Exclusive in USA
Troemner H, Inc.	Philadelphia	Pennsylvania	Exclusive in USA
Shadowgraph Balances	Columbus	Ohio	Non Exclusive in USA
Cenco Moisture Determ.	Chicago	Illinois	Non Exclusive in USA
Pennsylvania Scale Co.,	Bareville	Pennsylvania	Non Exclusive in USA
Voland & Sons, Inc.	New Rochelle	New York	Non Exclusive in USA
ABACUS	CHICAGO	ILLINOIS	NON EXCLUSIVE IN USA
ARBOR	PALO ALTO	CALIFORNIA	NON EXCLUSIVE IN USA
BRINKMANN	WESTBURY	NEW YORK	NON EXCLUSIVE IN USA
CHATILLON	KEW GARDENS	NEW YORK	NON EXCLUSIVE IN USA
DETECTO	GREAT NECK	NEW YORK	NON EXCLUSIVE IN USA
DIGIMETRIC	DENVER	COLORADO	NON EXCLUSIVE IN USA
ELECTROSCALE CORP.,	SANTA ROSA	CALIFORNIA	NON EXCLUSIVE IN USA
EXACT SCALE CO.,	COLUMBUS	OHIO	NON EXCLUSIVE IN USA
DORAN SCALE CO.,	W.CHICAGO	ILLINOIS	NON EXCLUSIVE IN USA
FAIRBANKS MORSE	CHICAGO	ILLINOIS	NON EXCLUSIVE IN USA
HOMES	BELMONT	CALIFORNIA	NON EXCLUSIVE IN USA
HOWE RICHARDSON	CLIFTON	NEW JERSEY	NON EXCLUSIVE IN USA
SCIENTECH SCALE CO.,	BOULDER	COLORADO	NON EXCLUSIVE IN USA
SHIMADZU	COLUMBIA	MARYLAND	NON EXCLUSIVE IN USA
PELOUSE	EVANSTON	ILLINOIS	NON EXCLUSIVE IN USA
TCLEDO	TOLEDO	OHIO	NON EXCLUSIVE IN USA
SETRA	ACTON	MAINE	NON EXCLUSIVE IN USA
TRINER SCALE CO.,	CHICAGO	ILLINOIS	NON EXCLUSIVE IN USA
PERKIN ELMER	OAK BROOK	ILLINOIS	NON EXCLUSIVE IN USA
WEIGHTRONIX INC.,	FAIRMONT	MINESOTA	NON EXCLUSIVE IN USA
FISHER SCIENTIFIC CO.,	PITTSBURG	PENNSYLVANIA	NON EXCLUSIVE IN USA
WORLD WIDE WEIGHING	BELLEVUE	WASHINGTON	NON EXCLUSIVE IN USA
C.C.S. SYSTEMS	MENOMENEE FALLS	WISCONSIN	NON EXCLUSIVE IN USA
D. J. INSTRUMENTS	N.BILLERICA	MAINE	NON EXCLUSIVE IN USA
K-TRON	SCOTTSDALE	ARIZONA	NON EXCLUSIVE IN USA
BRABENDER	S.HACKENSACK	NEW JERSEY	NON EXCLUSIVE IN USA

Dear Mr. Stein: Being a new collector and newer member of the ISASC, I was thrilled to receive your membership package that included so much material. I am still going through each piece of literature with amazement. At this time I would like to place an order (see enclosed). Thank you in advance. I know I am going to enjoy this society. Very truly yours, *Alexis K. Ashby*

And this from long-time member Karen Bonis, who continues to travel much of the world with husband Scott in their RV: Dear Bob: Your last Equilibrium reached me while we winter south of Cancun on the Caribbean. My husband, Scott, and I have been ISASC members for several years now. As I read the newsletter and magazine I indulged in a bit of nostalgic reflection, remembering how both the organization and its magazine have grown and matured. Thanks for developing and maintaining such high standards through all these years. Because of the transient nature of our lifestyle, we haven't been able to be terribly active in ISASC, but the information you've sent out has kept us in touch and kept us learning about one of our favorite subjects. Thanks again. *Karen Bonis*

IN CASE YOU COLLECT SCALES AND ELEPHANTS.



CRAIG HERNDON/WASHINGTON POST

TRUNK SHOW: Shanti, a 22-year-old Asian elephant from Sri Lanka, weighs in at 7,950 pounds Monday at Washington, D.C.'s National Zoo. Keepers weigh the pachyderms by balancing them on two truck scales—the two pads on to the floor—which are attached to an electronic box.

AUCTION ALERT!

In the past several years, auctions on the Internet have received considerable publicity, mostly positive. However, quite recently, the publicity has turned negative, and should serve to warn us all to be extremely careful when buying scales or anything through the Internet. Read the top article and then, left to right, the bottom ones, and you'll readily see what's happening out there. *Caveat emptor.*

Internet auctions doing big business

BY GREG BARRETT
GANNETT NEWS SERVICE

It's not exactly a Sotheby's auction house. Nor do numbers roll off the tongue of an auctioneer. But electronic auctions are a booming vehicle for Internet commerce: hundreds of thousands of items, 24 hours a day, seven days a week.

Bids were being taken recently for 100,000-volt stun guns (minimum price: \$49), five wooded acres in the Catskill Mountains (\$25,000), homemade potato chips (\$4 a bag) and even Beanie Baby tag protectors (13 cents).

Two months ago, a guy from New York put one of his kidneys up for bid, minimum price \$250,000. He and his vital organ were quickly banned by an auction house.

"That was a little too strange," said Larry Schwartz, president and chief executive officer of Auction Universe (www.auctionuniverse.com), a seven-month-old Time-Warner Co. auction house that has 15,000 items on its blocks daily and 50,000 Internet users browsing and bidding.

Internet auctions, less than three years old and growing fast, are close cousins to TV's Home Shopping Network.

"With the Internet you do the same thing as TV, except here you buy and sell from your living room," said Tim Luke, a collectibles expert with Auction Universe.

Hundreds of electronic auction houses have flooded onto the Internet in the last 18 months, a market that began in 1995 with a major auction Web site (www.ebay.com) in San Jose, Calif., according to technology analyst Scott Smith of Current Analysis Inc., in Sterling, Va.

Auction Universe, like most auction houses, acts as a

consignment shop: It offers your goods and receives percentage when the item is sold—in this case, 2½ percent of everything from the land in the Catskills to the bag chips. (Traditional auction houses charge commissions of 10 percent to 25 percent, said Luke, a former auctioneer at Christie's East in Manhattan, a branch of Christie's, one of the world's largest auction houses.)

If you want to sell something through Auction Universe, it costs 25 cents to list it for 14 days in a general merchandise category. Or you can pay up to \$100 for special treatment and placement, such as bold type and a high-profile spot on the site's front page.

Bids on the Internet can be placed a variety of ways—telephone, fax machine or computer keyboard—and monitored at the Web site. Some Internet auction houses are planning real-time auctions where 20 to 30 customers bid against one another in Internet "chat" rooms.

"It has gone beyond the one-to-one swap meet," Smith said. "It's the optimum channel for consumer

"With the Internet you do the same thing as TV, except here you buy and sell from your living room."

—Tim Luke, Auction Universe

electronics, travel companies, you name it. Anyone who has excess inventory of anything now has a convenient channel where they can get rid of that inventory."

From folks mining gold in their attics to a West Virginia steel company auctioning \$50 million to \$60 million of excess metal annually from its Web site (www.weirton.com), sellers and bidders are meeting electronically.

Weirton Steel used to fax information about its leftover products to about 75 customers. In October, 1996, it began selling online. Now 150 or more companies bid.

Business-to-business online auctions will total \$8.7 billion in transactions this year, up from \$2.5 billion last year, according to Forrester Research Inc. of Cambridge, Mass.

Auctions fuel torrent of online fraud claims

BY JOHN HENDREN
ASSOCIATED PRESS

TRENTON, N.J.—Complaints of online fraud jumped sixfold last year, with Internet auctions prompting two out of every three complaints.

The number of people complaining that they were defrauded online went from 1,280 in 1997 to 7,752 last year, according to Internet Fraud Watch, an online fraud reporting system created by the National Consumers League.

As officials in New Jersey, California and New York try to deal with a brand of fraud that defies boundaries, the Federal Trade Commission said it is starting a 24-hour Internet fraud-detecting group next month.

"More people are online, and more people are getting scammed," Susan Grant, director of Internet Fraud Watch, told New Jersey Attorney General Peter Verniero and a state panel at a hearing Tuesday.

The top 10 complaints by callers to Internet Fraud Watch are, in order of frequency: auction, general merchandise sales, computer

equipment, Internet services, work-at-home offers, business opportunities, marketing schemes, credit card offers, advance fee loans and employment offers.

Grifters have followed the surge that has brought 79 million Americans to the Internet, regulators say. Market researcher Jupiter Communications estimates that the number of Internet auction customers will jump from 1.2 million to 6.5 million by 2000, when they will spend about \$7.1 billion.

The Federal Trade Commission is increasing its surveillance of Internet fraud, but the agency says such crimes are not yet among its top complaints.

Eileen Harrington of the FTC's Bureau of Consumer Protection said the agency plans to set up a special unit next month to monitor the Internet 24 hours a day to look out for scam artists.

The agency held a meeting in August to inform online auction houses they needed to take extra measures to protect customers. Some, including eBay, added security measures and penalties for bogus bidders and sellers.

Web auction site under investigation

CHICAGO SUN-TIMES WIRE

eBay, the World Wide Web auction site, has confirmed that it is being investigated for the possible sale of contraband.

The company would not reveal the nature of the investigation. Sources told the San Francisco Examiner that several federal agencies, including the Bureau of Alcohol, Tobacco and Firearms, were participating.

The San Jose, Calif.-based company announced Feb. 19 that it was prohibiting the sale of firearms on its Web site, citing the difficulty in determining the legality of those sales. That ban is effective Friday.

Reports of the investigation sent eBay's lofty stock prices down on Monday, but on Tuesday they rose \$9.43 1/4 to \$117.06 1/4 a share. The rally was pinned on the implementation of a 3-for-1 stock split.

eBay said the investigation began on Jan. 29, when it was asked to surrender various records and information.

Last fall, eBay disclosed that it

was being investigated by an unidentified state attorney general's office for possible seller fraud.

Last month, it said it would cooperate with a New York City Department of Consumer Affairs investigation into charges of seller fraud, primarily regarding sports memorabilia. Microsoft recently announced it would begin monitoring eBay for the possible sale of pirated software.

Although he would not comment on the investigation, eBay spokesman Kevin Pursglove said the Web site's recent troubles could be attributed to a "learning process."

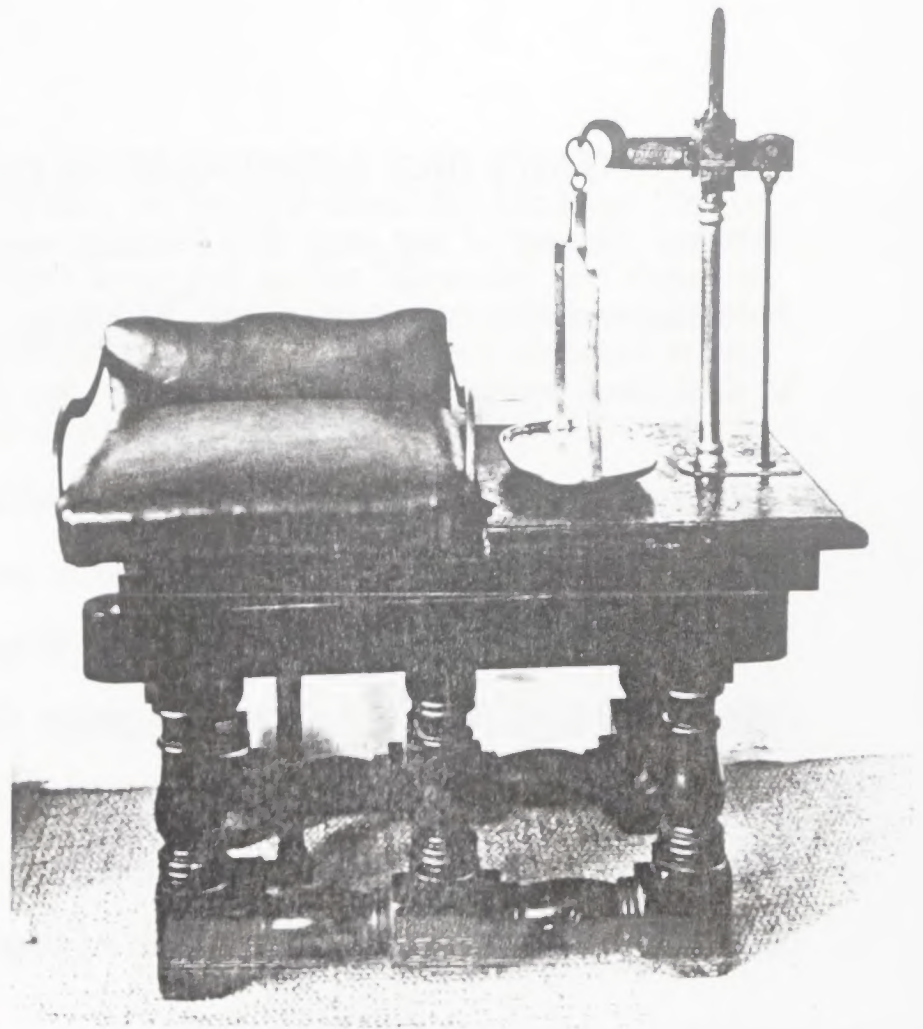
"E-commerce is so very new," Pursglove said. "The correct policies as they pertain to sellers and buyers are still being formed. We fully intend to meet those challenges as they arise."

eBay, which claims to have 2.1 million registered users, was founded by French-born software developer Pierre Omidyar after his girlfriend, a Pez candy dispenser collector, complained that there were no good collectible trading sites on the Web.

TAKE YOUR PICK.

Jockey Scale, Weighing Machine, Chair Weigher.

Those are the several names given this rare and elegant scale by its owner, Frederick O. Marsh of London, who wishes to sell it. His description follows (and we apologize for the picture quality, the result of being photocopied). If you're interested, he invites you to contact him direct.



This weighing machine was at one time the property of the former "The Senior," also known as the United Service Club in Pall Mall, one of the oldest London Military Clubs. It was founded in 1815 by the General Lord Lynedoch, a contemporary of the Duke of Wellington. The scale maker was *Young & Son*. The name *Young & Son, Makers – Bear St.*, surmounted by a *Royal Crown*, is on two cast iron circular plates which are part of the base and located on both sides or ends of the wooden bench. The scale makers *Young & Son* started business in 1802, and described as scalemakers to His Majesty The King (George III), the company ceased trading in 1901. Based on research, it would suggest that this weighing machine would have been produced in the 19th Century. This fits in with the history of the Club. On the scale mechanism arm is stenciled, "Repaired by W & T Avery." Its capacity is shown as 24 Stone. The scale has six legs and the seat is made of brass and leather. It has 10 brass weights. One probably an original, and incised with the letters USC (United Service Club). Another is incised "56 pounds 4 stone." Others are of varying age, marked either -- Avery or Young, or only showing the actual weight. There is 'provenance' in the form of a purchase receipt on Club stationery when it was bought from the United Service Club in the 1970s. Available with the scale could be a copy of the history of the United Service Club (1815-1934) and a small china dinner plate, with the club crest and on its back the date and letters 1872 USC. Price London/UK address: £2,750 Equivalent \$4,540 or best offer. For further information, please contact: Frederick O. Marsh in London, England by tel or fax 011-44-171-603-3133; e-mail: marsh_london @compuserve.com.

AGAIN, HERE'S BILL BERNING WITH THE UNUSUAL.

Toward the end of last year, Bill Berning wrote an article for *Coin Drop Int'l* having to do with a most unusual coin-operated, person-weighting scale called VENDOR SCALE. Anything we might say to describe it would only, at best, repeat what Bill's already said better in his article, so read away.

ON THE OTHER HAND.

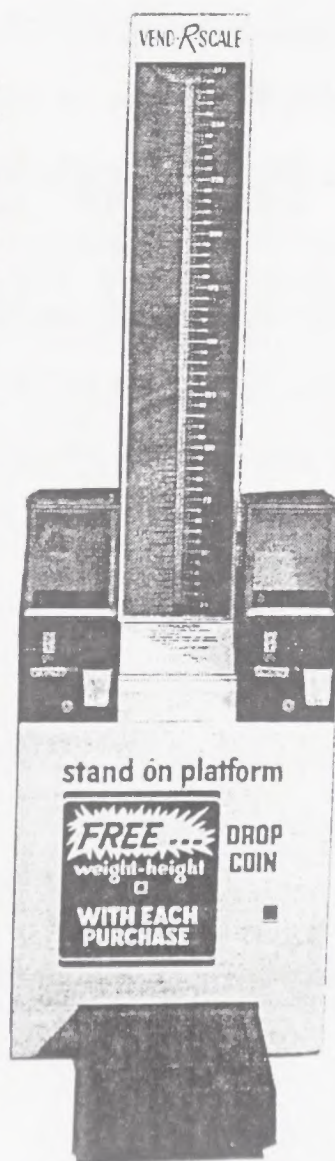
What we can tell you that's new is that Bill and spouse Jan have completed and sent to press their new full-color *SCALES - a collector's guide*. We've seen an advance copy and were most impressed by all it contains in the way of color pictures, detailed descriptive captions, and estimated prices. It's going to be a must have for every collector's library, and in early Fall the Bernings hope to "go public" and offer the book to the world. At that time, you can expect to hear about it from us as well.

VENDOR SCALE

by Bill Berning

In 1983 I acquired the records of the Watling Manufacturing Company. These hand written and typed records are on 3" x 5" index cards and include references to all the company's calls as well as correspondence with Watling customers. They also indicate sales of parts, actual scales and any trades that were made or offered to the company.

While studying the records, shortly after the acquisition, I came across an interesting item describing a thermometer scale. I was quite intrigued but found few references to the thermometer scale in the records. The first reference in the records was dated May 13, 1969 when John Watling wrote that he had seen an unusual scale in the A&P grocery store at Cicero and Fulton, only two blocks from the Watling factory in Chicago. He mailed flyers for the Watling scales to the scale owner, and invited him to come over and look at the factory. On May 28, 1969, John Watling looked at the Thermometer scale and made a notation on one record card that he didn't think he could use them. June 6, 1969 it was noted that the Thermometer scale representative met with John Watling at the Watling office. The next notation, on the cards, was dated April 22, 1970, when the thermometer scales were offered for sale to John Watling at \$275 for a new scale, or \$225



each for a second-hand scale. The final notation on the Watling records was on July 12, 1972, when John Watling visited the Thermometer scale representative and unsuccessfully attempted to sell the Watling Company. The Watling Company was sold to another buyer later that summer and records were not kept up. These were the only clues I had indicating the existence of the Thermometer scale. All old names, addresses and telephone numbers led to dead ends. None of the old Chicago scale operators had ever seen or heard of such a scale. The few clues I had suggested that the scale was shaped like a thermometer.

15 years later on Labor Day weekend, I got a call about a few scales for sale in the basement of an old drug store that had just closed. I drove my pickup truck to a corner drug store in an old and worn Chicago neighborhood. Walking through the drug store we came to a massive wooden door which opened to a wide stairway to the basement. The next door opened to an old speak-easy which apparently had been used for storage for over half a century. In the back were a group of unusual scales, each with two gumball machines attached. They did not look like they were in good shape under almost 30

years of dirt and dust, but I knew they were rare and bought all of them.

We quickly loaded them onto the truck and took them back to the warehouse. After cleaning them and removing all of the melted candy, I discovered they were in excellent condition with virtually no wear on them. The name on the top was Vend-R-Scale and they were manufactured by Approved Products Mfg. Co., a division of Wico Corp., Chicago, IL 60641. The patent was applied for at the time that all of the scales were made and the model is number 70-0001. Most of these scales had single digit serial numbers which would seem to indicate a very low production run or prototypes.

The Vend-R-Scales stand 6'11" tall and are 24" wide. They have a one piece welded steel frame and a capacity of 275 pounds. Each one is equipped with two 5 cent, Victor "88" gumball machines.

The scale's directions read as follows:

1. Stand on platform and deposit coin in vendor.
2. Turn handle to right: The rising liquid in glass tube will indicate your weight.
3. Lift cover for gum or candy.
4. To determine height, add 4" to eye level reading.

Some of these machines have 1969 inspection stickers from the Chicago Weights and Measures Department, signed by Mayor Daley. One scale must have been the deluxe model because it had 4 gumball machines on its side and an advertising board attached to the top of the scale. The mechanical operation of the scale is very simple. The handle on the gum machine was turned to open a valve which then released a colored liquid into the thermometer-like tube. A lever system under the platform applied pressure to activate the liquid-filled cylinder. The liquid would rise up the tube to indicate your weight.

We are interested in getting additional information about these scales. If you have any information about these scales or what sort of liquid was contained in their cylinders, please let us know. (815) 784-3134.

ABOUT ANOTHER MUSEUM.

While talking to member Peter DiCristofaro a few weeks ago, we learned about the Heritage Harbor Museum, a consortium of museums representing a unique approach to the "diversity and depth of community collections all under one roof." We further learned that Heritage Harbor Museum is part of the affiliation program with the Smithsonian, and that one of its exhibit modules is the Providence Jewelry Museum, founded by Peter in 1983. It's described as "a place where visitors can learn the lore of one of Rhode Island's historic industries from active or retired artisans, or design and fabricate their own piece of jewelry." As you can imagine, we were quite impressed, as we have a good idea of the kind of commitment and investment it takes to start a museum. Peter, now that you've got a jewelry museum underway, can we talk to you about a scale museum?

AND NOW, AS IS OUR PRACTICE...

...we're enclosing with this mailing the 1999 list of those members, 87 strong, who voluntarily saw fit to support our annual Benefactor Program. Because they again came to the fore, we'll be able to again reach our 1999 financial goals, and to all of them, be they long-standing or new members, we tender our thanks and appreciation for their generosity.

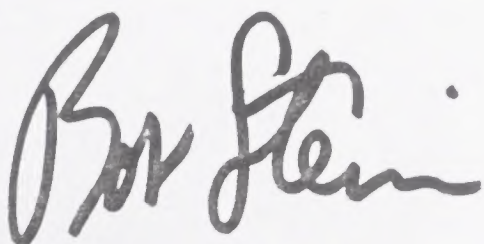
MORE GOOD THINGS WITH THIS MAILING.

Enclosed is ISASC's 1998 Financial Statement, put together with due diligence by Eddy Konowitz, our hard-working treasurer. Note that our annual "excess" is the largest ever, as in the figure representing our "total assets." Thank you, Eddy. We're always happy about the good news you bring us. And on another "good news" subject, your 1999 membership directory is enclosed. We know we need not remind you of what a helpmate it is to all of us.

AND BY ALL MEANS...

do look favorably on the idea of coming to our Atlanta convention. Call me at 312/263-7500 and we'll arrange it. Meanwhile, it's adieu for now.

Fraternally,

A handwritten signature in dark ink, appearing to read "Bob Stein". The signature is fluid and cursive, with a large initial "B" and a long, sweeping underline.

